

USAFencing
USFA- Budget vs Actual (2)
As of November 30, 2021

	Month Ending 11/30/2021		Year To Date 11/30/2021		Prior Year To Date 11/30/2020	Fiscal Year 2018/19 Year to Date 11/30/2018
	Actual	Working Budget	Actual	Working Budget	Actual	Actual
Net Income						
Total Income						
Membership Revenue						
Competitive Membership Revenue	75,425	78,770	1,089,616	979,530	580,810	1,195,476
Non-Competitive Membership Revenue	5,530	5,865	83,757	64,515	48,440	76,644
Supporting Membership Revenue	7,870	9,000	60,890	34,020	13,035	38,006
Coach Membership Revenue	7,680	3,924	221,935	224,044	195,050	257,681
Club Membership Revenue	2,158	2,740	29,677	32,130	18,450	38,107
Admin Membership Revenue	2,390	1,770	23,295	36,825	22,620	47,718
Total Membership Revenue	101,053	102,069	1,509,170	1,371,064	878,405	1,653,632
Membership Programs						
410310 - Premium Club	4,902	850	228,283	198,645	176,917	234,874
410320 - Insurance Revenue Third Party	0	0	0	0	0	125
410031 - Club Store/Banner	275	200	2,535	3,800	3,715	4,140
411000 - All-Academic Team	0	0	0	0	0	0
411001 - All American	0	0	390	0	0	0
Total Membership Programs	5,177	1,050	231,208	202,445	180,632	239,139
Event Revenues						
410120 - National Registration Fee	(5,040)	567,294	572,470	1,312,514	0	1,026,005
410100 - National Registration - COVID Fee	(180)	0	39,615	0	0	0
410125 - Registration- Processing Fees	210	0	210	0	0	0
410416 - Event Incentives	0	26,286	0	71,286	0	5,000
410415 - Event Vendors	0	9,000	4,500	25,500	0	30,153
410480 - Hotel Rebates	8,312	30,260	45,881	71,810	0	70,713
410417 - Event No Show Fee	500	0	750	0	0	0
Total Event Revenues	3,802	632,840	663,426	1,481,110	0	1,131,871
Regional Revenues						
Regional Bid Fees	33	250	(42)	250	0	375
Regional Circuit Fees	39,339	53,200	243,047	192,050	103,020	239,816
Total Regional Revenues	39,372	53,450	243,005	192,300	103,020	240,191
Ticket Revenue						
410144 - Tickets - National Events	0	1,000	0	2,000	0	6,031
410146 - Tickets - US International Events	0	0	0	3,000	0	0
410140 - Ticket Sales	0	0	0	30,000	0	0
Total Ticket Revenue	0	1,000	0	35,000	0	6,031
Recognized International Events						
Asian Events						
410950 - International Regional Circuit	0	0	0	0	0	3,912
410960 - International Regional Surcharge	0	0	0	0	0	27,170
Total Asian Events	0	0	0	0	0	31,082
Total Recognized International Events	0	0	0	0	0	31,082
Magazine and Communications Revenue						
Magazine Revenue	348	700	3,944	2,000	3,188	3,556
Communications Revenue	4,455	2,550	6,350	10,200	6,476	7,819
Total Magazine and Communications Revenue	4,803	3,250	10,294	12,200	9,664	11,375
Marketing Revenue						
410449 - VIK - Merchandise	0	0	0	10,000	0	0
410495 - VIK - Tournament Equipment	0	84,000	170,200	336,000	0	208,600
410410 - Sponsorship Revenue	219	0	15,641	10,000	382	288
410451 - Corporate Partnership	0	0	0	0	0	4,800
410458 - Merchandise Retail Operations	0	0	0	5,000	0	8,500
Total Marketing Revenue	219	84,000	185,841	361,000	382	222,188
Coach Education Revenues						
410190 - Clinics	0	0	0	0	0	550
410195 - Online Courses	0	5,636	0	21,544	0	0
Total Coach Education Revenues	0	5,636	0	21,544	0	550
USOC Funding						
410492 - VIK - Airline Tickets	0	0	0	0	0	29,381
410700 - Grants	0	0	56,267	6,600	2,774	12,069
410710 - Base Funding	0	0	277,041	277,041	365,128	335,928
Total USOC Funding	0	0	333,308	283,641	367,902	377,378
International Programs Revenue						
International Registration Fees	480	9,900	14,370	105,850	0	40,260
Cadre to World Cup Fee	25,295	48,000	103,030	65,500	0	187,904
Total International Programs Revenue	25,775	57,900	117,400	171,350	0	228,164
International Licensing Fees						
410210 - FIE License Fee	6,660	5,160	12,500	15,480	0	20,640

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410235 - European Federation License	3,550	1,800	7,200	7,200	0	10,100
410240 - IWAS License Fee	0	0	0	0	0	90
Total International Licensing Fees	10,210	6,960	19,700	22,680	0	30,830
US Fencing Foundation Grant						
410820 - USFF Grants	0	100,000	118,720	100,000	0	97,570
Total US Fencing Foundation Grant	0	100,000	118,720	100,000	0	97,570
Development Revenue						
410510 - Donations - CFC	0	0	0	0	33	1,318
410520 - Donations - General	5,506	5,000	24,424	27,000	17,418	10,673
410525 - Donations - CC Fees	228	25	417	135	267	0
410540 - Donations - Restricted	1,000	0	1,300	0	0	12,585
410550 - Restr. Int'l Donations- Other	0	0	0	15,000	0	0
410558 - Donations - Major Gift	0	0	0	10,000	0	10,000
Total Development Revenue	6,734	5,025	26,141	52,135	17,718	34,576
Investment Income						
410620 - Interest Earned	215	70	675	280	248	93
410625 - Interest Investments	1	13	3	51	1	128
410626 - Realized Gain(Loss) Investments	1,349	1,500	25,703	6,000	47,435	1,542
410627 - Unrealized Gain(Loss) Investments	(164)	1,200	59,360	4,800	105,790	(11,985)
410628 - Dividends Investments	371	1,000	2,375	4,000	2,071	1,611
Total Investment Income	1,772	3,783	88,116	15,131	155,545	(8,611)
Other Income						
410150 - RC Exam	2,100	0	6,400	0	1,975	4,325
410155 - Wheelchair Exam	25	0	25	0	0	75
410442 - Merchandise/Apparel	16,050	4,500	19,850	18,500	0	22,097
410600 - Miscellaneous Revenue	4,196	264,100	849	323,120	992	5,191
410651 - Prior Year Income	0	0	0	0	112	0
Total Other Income	22,371	268,600	27,124	341,620	3,079	31,688
Total Income	221,288	1,325,563	3,573,453	4,663,220	1,716,347	4,327,654
Total Expenses						
Operating Expenses						
500120 - Depreciation- Furn, Fix, Bldg	780	1,449	3,120	5,796	7,112	9,768
500122 - Amortization	114	115	458	460	3,258	13,741
500440 - Phone	3,101	2,484	8,680	13,409	8,944	11,626
500460 - Postage and Shipping	2,197	2,910	6,730	10,740	4,383	8,972
500480 - Printing	1,486	2,525	13,432	11,250	6,443	10,439
500060 - Bad Debt Expense	0	0	0	0	0	0
500140 - Equipment/Copier	78	75	240	300	258	240
500142 - Leased Equipment	825	565	2,863	2,463	2,953	2,499
500602 - Company Software/Hardware	1,107	3,108	34,167	25,479	21,411	24,565
500548 - Rent - Office	5,597	5,598	22,389	22,392	21,647	9,223
500546 - Rent - Public Storage	347	340	1,388	1,360	1,280	1,088
500543 - Rent - Storage Tournament Equipment	1,300	1,300	5,200	5,200	5,450	3,447
Total Operating Expenses	16,932	20,469	98,667	98,849	83,139	95,608
Administration Fees						
Data Center & Software	13,250	12,408	53,000	49,632	53,000	51,400
Braintree & Bank Fees	37,618	6,885	156,065	134,440	39,800	164,501
Total Administration Fees	50,868	19,293	209,065	184,072	92,800	215,901
Compensation Expense	246,246	314,421	611,464	747,684	357,434	459,877
Insurance Expense						
Athlete Accident Insurance Expense	4,036	3,000	16,145	12,000	11,835	13,967
General Liability Insurance expense	26,770	28,000	107,079	112,000	112,271	124,659
Other Insurance expense	4,501	3,216	13,766	12,291	9,076	2,170
Total Insurance Expense	35,307	34,216	136,990	136,291	133,182	140,796
Membership Expenses						
Background Checks	8,790	4,000	37,513	24,550	20,670	26,675
Rebates Expense	0	45,000	(254)	45,000	15,426	45,237
Total Membership Expenses	8,790	49,000	37,259	69,550	36,096	71,912
Center for Safe Sport						
500145 - Center for Safe Sport	0	0	7,020	7,000	7,020	0
Total USFA - Center for Safe Sport	0	0	7,020	7,000	7,020	0
Event Expense						
500160 - Freight	16,586	13,180	36,051	47,180	0	18,302
500549 - Venue Rental	0	74,775	47,500	180,775	1,000	62,056
500550 - Venue Decorator	0	30,000	47,442	98,000	0	51,232

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500552 - Venue Security	9,954	8,000	13,627	21,000	0	11,176
500553 - Venue Electric	498	7,000	12,384	24,000	0	9,425
500554 - Venue Catering	7,197	30,000	50,869	109,000	0	62,559
500557 - Venue EMT	0	2,000	0	6,000	0	2,065
500558 - Venue Phone/AV/Internet	0	7,000	23,582	34,300	0	9,203
500559 - Production/Staging	0	2,000	0	14,000	0	0
500560 - Temporary Labor - Events	0	4,500	0	17,000	0	9,222
500561 - Contract Labor - Events	29,643	0	32,756	13,250	0	0
500603 - Event Software	0	1,850	2,266	4,700	0	3,400
500620 - Trophies & Medals	608	840	1,272	5,060	2,259	1,064
500754 - Broadcasting	0	0	0	5,000	0	0
Total Event Expense	64,486	181,145	267,749	579,265	3,259	239,704
Travel Expense						
500020 - Air	59,338	179,350	163,989	374,450	1,496	262,295
500021 - VIK - Air	0	0	0	0	0	29,382
500022 - Baggage Fees	315	5,270	1,224	14,165	0	4,892
500200 - Ground Transportation	19,650	26,550	36,783	121,310	2	36,517
500240 - Hotel	119,444	95,500	168,944	351,727	921	170,435
Total Travel Expense	198,747	306,670	370,940	861,652	2,419	503,521
Per Diem & Honorarium						
500420 - Per Diem	32,240	57,650	52,149	177,303	0	41,580
500220 - Honorarium	46,500	78,600	75,028	187,514	0	130,791
Total Per Diem & Honorarium	78,740	136,250	127,177	364,817	0	172,371
Professional Services Expense						
500106 - Audit Fee	0	0	0	9,000	11,500	8,000
500108 - Legal Fees	1,500	3,500	7,917	14,000	12,000	11,945
500562 - Contract Labor	39,633	21,618	109,273	89,288	81,889	77,803
500756 - Professional Service Fees	0	0	0	10,000	0	0
500780 - Consulting Fees	10,250	60,000	30,500	60,000	20,000	2,500
Total Professional Services Expense	51,383	85,118	147,690	182,288	125,389	100,248
Magazine and Communications Expense						
Magazine Expense	1,500	1,600	7,500	21,400	4,875	21,619
Communications Expense	24,350	975	36,420	28,900	30,040	27,115
Total Magazine and Communications Expense	25,850	2,575	43,920	50,300	34,915	48,734
Marketing Expense						
500650 - VIK- Tournament Equipment	0	84,000	170,200	336,000	0	208,600
500652 - VIK- Merchandise	0	0	0	10,000	0	0
500750 - Advertising and Promotions	405	25	405	100	0	400
Total Marketing Expense	405	84,025	170,605	346,100	0	209,000
Direct Athlete Support						
500268 - Direct Athlete Support	2,400	41,450	9,800	100,000	114,821	17,200
Total Direct Athlete Support	2,400	41,450	9,800	100,000	114,821	17,200
National Team Support						
500730 - Coaches Salaries	15,600	14,300	64,000	72,500	87,800	97,200
Total National Team Support	15,600	14,300	64,000	72,500	87,800	97,200
International Programs Expense						
International License Expense	2,365	5,625	2,401	17,775	0	14,331
International Programs Other	5,155	2,880	5,854	22,000	0	17,771
Total International Programs Expense	7,520	8,505	8,255	39,775	0	32,102
Development Expense	0	0	0	200	0	0
Other Expenses						
500130 - Dues and Fees - Other	115	333	1,411	6,768	833	7,276
500335 - Entertainment	0	0	100	0	0	0
500340 - Meals	2,143	2,175	15,317	63,585	77	15,075
500600 - Supply	2,361	6,895	23,164	32,730	6,966	16,169
500430 - Prior Year Adjustments	0	0	(67,502)	0	6,609	6,517
500360 - Miscellaneous	7,328	425	11,523	8,560	263	2,539
500799 - Employee Development	10,000	10,000	10,560	12,350	0	7,999
500800 - Dues/Memberships/Subscriptions	1,442	20	3,030	1,380	3,202	1,511
500810 - Tickets	0	0	0	2,500	0	0
500715 - Event Fee Refunds	0	8,051	3,800	19,229	0	19,045
500355 - Merchandise/Apparel	19,653	3,600	31,863	46,900	342	35,326
Total Other Expenses	43,042	31,499	33,266	194,002	18,292	111,457
Total Total Expenses	846,316	1,328,936	2,343,867	4,034,345	1,096,566	2,515,631
Total USFA- Net Income	(625,028)	(3,373)	1,229,586	628,875	619,781	1,812,023